



Defense Personnel Support Center
Medical Equipment Group
Biomedical Systems, DPSC-MQXA
2800 South 20th Street
Philadelphia, PA 19145-5099

PRESS RELEASE - FOR IMMEDIATE RELEASE

AWARD OF THREE PATIENT MONITORING CONTRACTS

Philadelphia, PA, June 17, 1997 - The Defense Personnel Support Center's Biomedical Systems Office is proud to announce the award of three (3) Indefinite Delivery/Indefinite Quantity Contracts(ID/IQ) for Patient Monitoring Systems and Subsystems to Hewlett-Packard (HP) Company of Andover, MA; Marquette Medical Systems (MMS) of Milwaukee, WI; and SpaceLabs Medical Inc. of Redmond, WA for a period of one base year plus four option years. The contract with Hewlett-Packard (SP0200-97-D-8031) includes over 3300 medical items and SpaceLab's (SP0200-97-D-8032) contract contains over 1000 items, including products from their Advanced Medical Systems (AMS) subsidiary. The Marquette Medical Systems (SP0200-97-D-8033) contract encompasses all items from their catalog and their Corometrics, Quantitative Medicine, Inc. (QMI), and E for M Cath Labs subsidiaries. Fundamentally, any product that is found in the commercial catalog of HP, MMS, and SpaceLabs may be purchased using this new contract vehicle.

The aforementioned contracts include equipment items that are complete systems and/or subsystems which maybe uniquely configured to compose, supplement, or upgrade the patient monitoring capabilities of federal healthcare institutions worldwide. Specifically, the type of systems and subsystems that are available include, but are not limited to, modular and configured bedside monitors, central monitoring systems, parameter modules, fetal monitors, specialty monitoring systems, clinical information systems, and telemetry systems. A varying range of installation services, including routine, extended, and turnkey installation, are available to complement and support the integration of the equipment item(s) into federal healthcare facilities under the watchful eyes of our Biomedical Systems' Project Engineers. Individual project management services are provided for projects of varying scope including small, individual bed installations through extensive, whole hospital implementations.

In general, these contracts include access to entire product lines of equipment, supplies, and services. Whether it's pre-planning for a new medical treatment facility, a detailed analysis of an extended installation project, or turnkey installation, we're poised to provide the best technical and contracting support available. Our specialized engineering and contracting staff has the expertise and tools to develop objective driven, seamless procurement plans.

Additional information maybe easily obtained through any of the below personnel.

DPSC Biomedical Systems Core POCs:

Philip Goodridge, Project Engineer	215-737-9068 444-9068 215-737-8002 pgoodridge@dpsec.dla.mil	Commercial Autovon Facsimile E-Mail
Theresa DeLuca, Contracting Officer	215-737-5505 444-5505 215-737-8002 tdeluca@dpsec.dla.mil	Commercial Autovon Facsimile E-Mail
Roslyn E. Rogers, Associate Product Executive	215-737-2888 444-2888 215-737-8002 rrogers@dpsec.dla.mil	Commercial Autovon Facsimile E-Mail

Also, the signing of these contracts establishes a unique, long term relationship between DPSC and the vendor community. Given this, if you have any questions or comments, please feel free to directly contact the following vendor POCs.

Hewlett-Packard (HP) Company

Roger Stein, Business Development	508-659-2408 508-794-9162 Roger_Stein@hp-andover- om3.om.hp.com	Commercial Facsimile E-Mail
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Marquette Medical Systems (MMS)

William C. Elliott, Government Marketing Manager	1-800-558-5120 414-355-3790 william.elliott@mail.mei.com	Commercial Facsimile E-Mail
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SpaceLabs Medical Inc.

Don Tabbutt, National Accounts Manager	1-800-241-1865 502-499-8641 DonTabbutt@worldnet.att.net	Commercial Facsimile E-Mail
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NAC CLASSES AT A GLANCE

ADVANCED PC REPAIR -- Learn quick fixes (less than 10 min. each) to the component (chip level) for monitors, drives, system boards, power supplies, and more. All at an average parts cost of under \$10. Plus data recovery and other advanced topics covered.

PRINTER REPAIR -- Includes the most popular Laser Printers, Dot Matrix, Thermal, and Inkjet. Most of the emphasis in this class is put into the Laser Printers. Again, the component level quick fixes can save you hundreds of dollars per repair.

MONITOR REPAIR -- Monitors are the most expensive part of the system and have the highest failure rate. They are also one of least understood parts of the system. This class will teach you how to repair monitors for an average parts cost of under \$10 and less than 15 minutes in repair time. Compared to the cost of a new monitor or getting the old ones fixed, the savings are astronomical.

NETWORK INSTALLATION AND MAINTENANCE -- These classes are for those who need practical instruction to help them do their jobs, not take a test. We have both beginning and advanced classes in the areas of: **Novell Netware Windows 95 & NT Banyan Vines**

EXPANDED A+ CERTIFICATION TRAINING -- Provides an excellent foundation for field technicians or help desk operations. It covers Windows 3.x, Windows 95, and DOS as needed by technicians or technical support personnel. It also covers common upgrades, basic repairs, introduction to networks, and theory of the PC. It is a good precursor to our Advanced PC Maintenance or Network Installation and Maintenance Courses.

ELECTRONICS FOR TECHNICIANS -- Dedicated to the practical information and troubleshooting skills needed by a technician, this course does not waste time on engineering issues. It is a good precursor to the Advanced PC Maintenance and Printer Repair courses.

NAC SCHEDULE - 3rd Quarter 1997

Month	Location	APC 5 DAYS	PRC 3 DAYS	MRC 2 DAYS	EAC 5 DAYS	ETC 5 DAYS
JUL	Santa Ana, CA Santa Ana, CA Atlanta, GA Chicago, IL New York, NY	28-Aug 1	7-9 21-23 30-Aug 1	10-11 21-22	21-25 7-11 14-18 28-Aug 1	14-18
AUG	Miami, FL Dallas, TX Chicago, IL Santa Ana, CA New York, NY	 18-22 25-29 4-8	11-13 4-6 18-20	 4-5 21-22	25-29 11-15 18-22	25-29 11-15
SEP	Dallas, TX Santa Ana, CA New York, NY Chicago, IL	 15-19 22-26	22-24 8-10	25-26 11-12 4-5	 22-26 8-12 15-19	8-12 22-26

APC: Advanced PC Maintenance
Course, 5 Days
\$1550

ETC: Electronics for Technicians
Course, 5 Days
\$1795

PRC: Printer Repair Course
3 Days
\$1350

WNT: Windows NT for Technicians
Network, 5 Days
\$2495

MRC: Monitor Repair Course
2 Days
\$1350
Requires APC as prerequisite

NWT: Netware for Technicians
5 Days
\$2495

EAC: Expanded A+ Certification Course
5 Days
\$1550

All classes include (for one year after completion):

- * Technical updates to reference materials.
- * Bulletin board access for downloading the latest software revisions.
- * Toll-free support line.
- * Class audit.